DoD ESI / CETA (PMW 290)
Stakeholder Engagement

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- Background / PMW-290 Overview

- DoD ESI Overview

- CETA Overview / Status update

- Agreements Summary

- Next DoD ESI / CETA Stakeholder Engagement Call

- Customer Questions

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Project Office established in Sep 2019 consolidating DON Enterprise Software Licensing (DON ESL), DoD Enterprise Software Initiative (DoD ESI), and Core Enterprise Technology Agreement (CETA) strategic sourcing efforts based on DoDD 8470.01E (Sep 2018) designating Navy as Executive Agent (EA) for CETAs.

- Delivers streamlined, efficient software acquisition vehicles for the DON, DoD and federal agencies using best practices for lowest defensible pricing and negotiated terms & conditions to provide best value

DON

DoD

ESL

- Provides customers across the DON with pre-negotiated, fixed-price contracts that allow for streamlined IT acquisition.
- Avenue for procuring new software products and maintenance, and allow for the transfer of existing software licenses & maintenance.

DoD ESI

- Official DoD initiative to lead establishment/ management of enterprise COTS IT agreements, assets, and policies across the DoD and Intelligence Communities.
- ESI lowers the total cost of ownership for commercial software, IT hardware, and services for its customers.
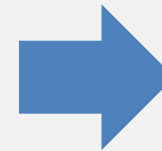
DoDD 8470.01E: Designates Navy as EA for CETAs

CETA

- ESI-based agreements for COTS products & capabilities designated Best In Class.
- Open to and mandatory for use by the DoD.
- Goal: Leverage consolidated DoD-wide purchasing power objectives to deliver best value and best terms and conditions.

Executive Summary

- DoD-Wide Agreements utilizing best practices including strategic vendor management.
- Self-sustaining fee-for-service operation.
- Reduced prices, negotiated terms and conditions, subject matter experts, training, and a robust portal.
- Strategically aligned with FITARA, OMB Category Management, and IT reform efforts
- Enterprise Acquisition vehicles (i.e., BPA, ESA) mandated for consideration by DFARS, also DoDI 5000.02T and DoDI 5000.74 (10 Jan 2020).
- Foundational for CETA effort

FY20 Awards

- Azul Systems (OpenJDK), Cloudbolt, CloudStrike, Recorded Future, Ivanti, Nutanix, Veritas, Checkmarx, ServiceNow, D2iQ, LogZilla, Splunk (CETA Target)

FY20 Q1-Q3 Option Year Awards

- Adacel, Autodesk, CA Technologies, Expanse, Fedmine, Forrester, Gartner, McAfee, PTC, SAP, SimiGon, Tanium, Trimble

FY20 Q4 Option Year Awards

- Appdynamics, Archibus, BelArc, BeyondTrust, Cloudbees, Datalocker, Flexera, HyTrust, MFGS, NetScout, Nlyte, Oblong, Palantir, Polyverse, PTC, Riverbed, SafeNet, Tripwire, Zscaler

Planned Awards

- Cisco (CETA Target), Additional ITAM/CDM Software Tools, DevSecOps

ESI	
Adacel (CAD/CAM)	Microsoft
AppDynamics (ITAM)	Microsoft Enterprise Services
Archibus (ITAM)	Minitab
Autodesk (CAD/CAM)	NetScout (ITAM)
Azul Systems (OpenJDK)	Nlyte (ITAM)
BelArc, Inc. (ITAM)	Nutanix (ITAM)
BeyondTrust (ITAM)	Oblong (ITAM)
CA Technologies	Palantir
Checkmarx (ITAM)	Polyverse (ITAM)
CloudBees (ITAM)	PTC (CAD/CAM)
Cloudbolt (ITAM)	Quest Software
CrowdStrike (ITAM)	Recorded Future (ITAM)
D2iQ (ITAM)	Red Hat
DataLocker (ITAM)	Riverbed (ITAM)
Expanse (formerly Qadium)	SafeNet (ITAM)
FedMine (Research Svcs)	SAP
Flexera (ITAM)	ServiceNow (ITAM)
ForeScout	SimiGon Inc (CAD/CAM)
Forrester (Research Svcs)	Splunk (ITAM)
Gartner (Research Svcs)	Tanium (CETA)
Hytrust (ITAM)	Telos
Ivanti (ITAM)	Trimble (CAD/CAM)
LogZilla (ITAM)	Tripwire (ITAM)
McAfee	Veritas (ITAM)
Micro Focus Government Solutions (ITAM)	Zscaler (ITAM)

DevSecOps is a culture, practice, and further development of **DevOps**. It unifies software development, security, and operations via automating, monitoring, and applying security at all phases of the software lifecycle

- There is a growing demand across the DoD for DevSecOps tools

- Software acquisition for tools is timely and costly

- ESI is establishing a new DevSecOps category to allow for a streamlined acquisition process with advantageous DoD-specific Ts&Cs

- The DevSecOps Category will consist of 8 subcategories with at least one priority publisher identified per subcategory

- Anticipated awards Q2-Q3 FY21

Plan
Develop
Monitor
Build
DevSecOps Category
Operate
Test
Deploy
Release & Deliver
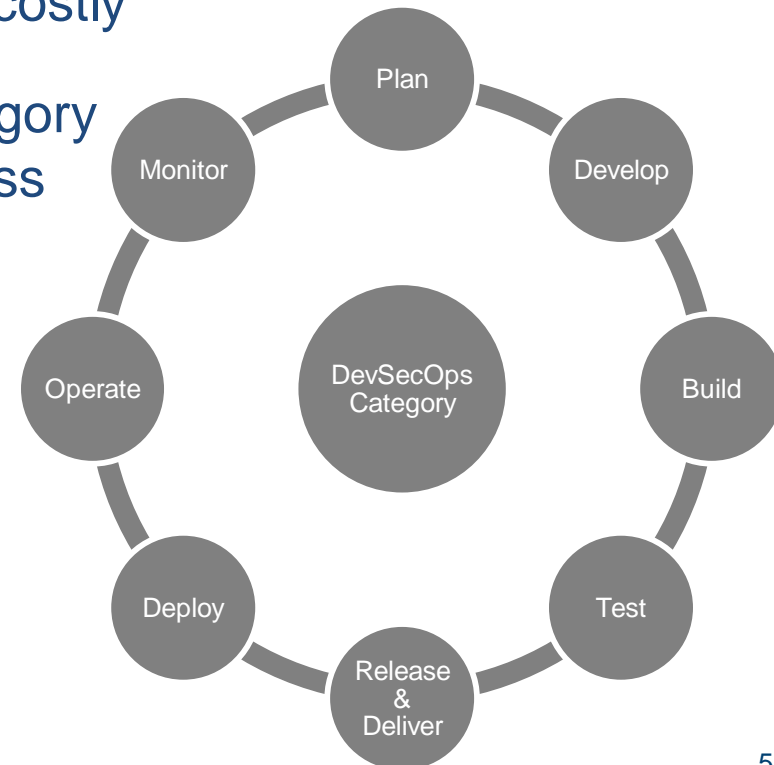
For those seeking software solutions and maintenance for Open Java Development Kit (Open JDK), DoD ESI has partnered with NASA SEWP to provide offerings from Azul and Red Hat

- This partnership was created to reduce administrative costs associated with acquiring open market software and services

- Both OEMs offer new software products, subscriptions, maintenance, support, and services

  - **Azul** specializes in delivering server-based Java applications for web-facing customers, meeting specific latency targets for real-time business systems, ensuring timely security updates for the Java estate, and delivering Java-based solutions for ISV, OEM, and other embedded use cases

  - **Red Hat** develops runtime platforms for executing Java-based applications, and its Open JDK build is based on the Open JDK 8u and 11u projects; they specifically provide Server and Workstation Software subscriptions, maintenance, consultation, and support

The Information Technology Asset Management (ITAM) ESI agreements allows for easy access to industry leading vendors of ITAM solutions. These vendors present solutions to accounting of technology assets, lifecycle costs, technology strategy and architecture.

Management (ITAM) BPAs are now available to all DoD organizations

- Blanket Purchase Agreements were awarded to the following OEMs:

  - AppDynamics
  - Archibus
  - BelArc, Inc.
  - BeyondTrust
  - Checkmarx
  - CloudBees
  - Cloudbolt
  - CrowdStrike
  - D2iQ
  - DataLocker

  - Flexera
  - HyTrust
  - Ivanti
  - LogZilla
  - MFGS
  - NetScout
  - Nlyte
  - Nutanix
  - Oblong
  - Polyverse

  - Recorded Future
  - Riverbed
  - SafeNet
  - ServiceNow
  - Splunk
  - Tanium
  - Tripwire
  - Veritas
  - Zscaler

CETA Overview

- **Authority**
  - DoDD 8470.01E designates SECNAV as the DoD Executive Agent (EA) for CETAs.

- **Governance**
  - DBC designated 7 CETA targets: Microsoft, Oracle, Cisco, VMware, SAP, Tanium, Splunk.

- **CETA Definition**
  - Mandatory use DoD ESI based enterprise purchasing agreements for COTS products and capabilities that are centrally established or designated by the DoD CETA Executive Agent utilizing decentralized component level funding and ordering.

- **Goal**
  - Leverage consolidated DoD-wide purchasing power on designated agreements in alignment with IT Category Management objectives to deliver best value.

- **Process (Based on an iterative systematic approach to establishing CETAs)**
  1. Review of current state DoD contracts, demand inputs, and market research.
  2. Identify options for structuring CETA.
  3. Develop BCA and gain approved COA.
  4. Begin aligning on approved COA.
  5. Execute CETA Transition.

In accordance with DoDD 8470.01E, DBC mandated development of 7 Core Enterprise Technology Agreements

Move from disparate negotiations and fragmented purchasing …		... to a unified front with power to demand and ensure better terms
Discordant voices with limited spending power and influence	›	Consistent message and aggregated buying to increase leverage with vendors
Highly variable pricing, terms and conditions; uneven spot discounts	›	Coordinated buying approach to increase discounts and improve terms
Limited transparency and strategic ability due to fragmented contracts and purchasing	›	Insight into department-wide spending to execute strategic efforts

DON was appointed CETA EA given:

Working capital fund for flexible funding and resource management

ESI **resources and experience** to negotiate and manage **enterprise-wide contracts**

CETA Status

OEM	Status		Current EA Efforts	12 Month Goal
TANIUM		✓	• On-boarding Components • Streamlining customer experience	
splunk>	ESI BPA awarded	☐	• On-boarding Components • Improving purchase and price monitoring	Ongoing management of designated CETA
SAP	ESI Catalog awarded	☐	• Evaluating ESI Catalog CETA business case • Supporting Component ELA negotiations	
CISCO	ESI Catalog in negotiations		• Finalizing ESI Catalog terms and conditions • Evaluating COAs for CETA portfolio	
Microsoft	ESI BPA awarded		• Beginning negotiations	Potential CETA contract awarded
ORACLE				
vmware			• Evaluating COAs for CETA portfolio • Developing ULA strategy	Potential CETA contract in negotiations
			• Understanding current requirements • Evaluating cloud strategy	

By July 2021, EA plans to designate 3 CETAs, award 2 potential CETA contracts, and initiate negotiations with remaining 2 vendors

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In the long-term, each CETA to include a contract or portfolio of contracts that falls into one of three categories

1 | ESI BPA

2 | ESI Agreement + Joint ELA (JELA)

3 | ESI Agreement + Component ELA(s)

- Requirements are relatively similar across Components

- Upfront funding commitment would not significantly improve pricing

- Specific requirements can be bought in aggregate across Components (e.g. Cisco SMARTnet)

- Negotiations benefit from upfront funding commitment made by each Component

- Requirements differ significantly between Components (e.g. for ERPs)

- Negotiations benefit from upfront funding commitment made by each Component

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DoD Directive 8470.01E aims to simplify the currently fragmented DoD contract landscape through CETA effort

Current contract landscape

	Tanium	Splunk	Microsoft		Cisco	SAP	Oracle	VMware
Air Force	AF ESLA		AF JELA			AF ESLA	AF ESLA	NetCents (2GIT)
Army			Army ELA	JELA III		Army ELA	Army ELA	Army ELA
								CHESS[1]
DON			DON ESL			DON ESL	DON ESL	DON ESL
DISA / DLA						DLA ELA		
Other 4E	ESI BPA (CETA)	ESI BPA	ESI BPA	JELA III	JELA II			
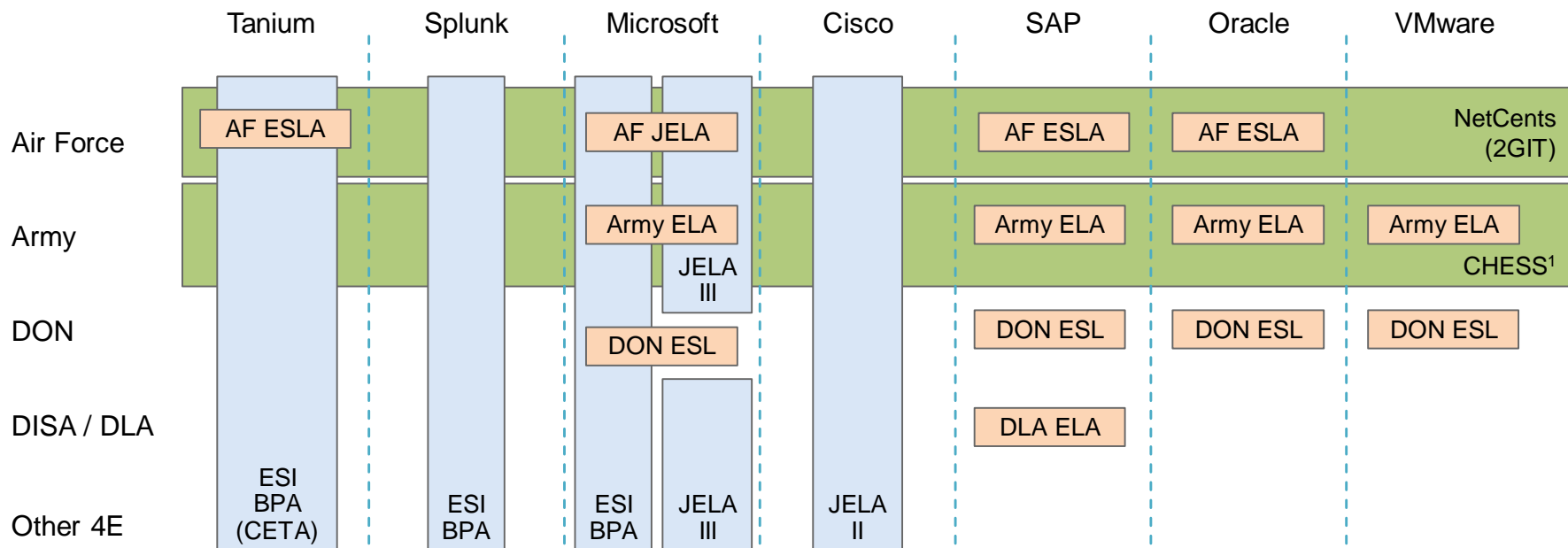
1. Includes ADMC-2, ITES-3H, and ITES-3S; Note: Excludes NASA SEWP, GSA Schedules, and similar contract vehicles
Source: FPDS, ESI, Component agreements

Please refer to https://www.esi.mil and https://navy.deps.mil/sites/PMM172 for more information

Agreement Type	Agreement	Agreement Services	Ordering Open To:	Period of Performance END	POC
ESL BPA	ActivIdentity	Software, Hardware, Appliances	DON	Apr-24	rino.ortega@navy.mil
ESI BPA	Adacel	Software, Training, Consulting	All DoD	Mar-29	nina.diep@navy.mil
ESI BPA (ITAM)	AppDynamics	Software, Subscriptions, Maintenance, Support, and Services	All DoD	Jul-29	jeanine.graff@navy.mil
ESI BPA (ITAM)	Archibus	Software, Subscriptions, Maintenance, Support, and Services	All DoD	Jul-29	jeanine.graff@navy.mil
ESI BPA	Autodesk	Software, Training, Consulting	All DoD	Mar-29	nina.diep@navy.mil
ESL IDIQ	Axway	Software, Maintenance	DON	Mar-23	daphney.waggoner@navy.mil
ESI SEWP CATALOG	Azul Systems	Server-Based Java Application (OpenJDK) Subscription Licenses and Support	All DoD	Apr-25	jeanine.graff@navy.mil
ESI BPA (ITAM)	Belarc	Software, Subscriptions, Maintenance, Support, and Services	All DoD	Jul-29	nina.diep@navy.mil
ESI BPA (ITAM)	BeyondTrust	Software, Training, Consulting	All DoD	Jul-29	thao.vu@navy.mil
ESI BPA	CA Technologies	Software, Training, Consulting	All DoD	Mar-23	nina.diep@navy.mil
ESI BPA (ITAM)	Checkmarx	Software, Subscriptions, Maintenance, Support, and Services	All DoD	Jul-29	jeanine.graff@navy.mil
JELA	Cisco SMARTnet	Software, Hardware	All DoD	Jun-21	lindsey.vorwith@navy.mil
ESI BPA (ITAM)	CloudBees	Software, Subscriptions, Maintenance, Support, and Services	All DoD	Jul-29	jeanine.graff@navy.mil
ESI BPA (ITAM)	Cloudbolt	Software, Subscriptions, Maintenance, Support, and Services	All DoD	Jul-29	nina.diep@navy.mil
ESI BPA (ITAM)	CrowdStrike	Software, Subscriptions, Maintenance, Support, and Services	All DoD	Jul-29	jeanine.graff@navy.mil
ESI BPA (ITAM)	D2iQ	Software, Subscriptions, Maintenance, Support, and Services	All DoD	Jul-29	jeanine.graff@navy.mil
ESI BPA (ITAM)	DataLocker	Software, Training, Consulting	All DoD	Jul-29	thao.vu@navy.mil
ESI BPA	Expanse	Software	All DoD	May-23	john.bojorquez1@navy.mil
ESI BPA	Fedmine LLC	Consulting Service	All DoD	Mar-29	john.bojorquez1@navy.mil
ESI BPA (ITAM)	Flexera	Software, Subscriptions, Maintenance, Support, and Services	All DoD	Jul-29	jeanine.graff@navy.mil
ESI BPA	ForeScout	Software, Training, Consulting, Maintenance	All DoD	Dec-22	raymond.b.orbeta@navy.mil
ESI BPA	Forrester	Consulting Service	All DoD	Mar-29	john.bojorquez1@navy.mil
ESI BPA	Gartner	Consulting Service	All DoD	Mar-29	john.bojorquez1@navy.mil
ESI BPA (ITAM)	HyTrust	Software, Training, Consulting	All DoD	Jul-29	thao.vu@navy.mil
ESI BPA (ITAM)	Ivanti	Software, Subscriptions, Maintenance, Support, and Services	All DoD	Jul-29	nina.diep@navy.mil
ESI BPA (ITAM)	LogZilla	Software, Subscriptions, Maintenance, Support, and Services	All DoD	Jul-29	jeanine.graff@navy.mil
ESI BPA	McAfee	Software, Subscriptions, Maintenance, Support, and Services	All DoD	May-23	thao.vu@navy.mil
ESI BPA (ITAM)	Micro Focus (MFGS)	Software, Subscriptions, Maintenance, Support, and Services	All DoD	Jul-29	samuel.c.hunsberger@navy.mil
ESL BPA	Microsoft	Software	DON	May-21	rino.ortega@navy.mil

Agreement Type	Agreement	Agreement Services	Ordering Open To:	Period of Performance END	POC
ESI BPA	Microsoft	Software	All DoD	Nov-28	rino.ortega@navy.mil
JELA	Microsoft	Software	All DoD	Oct-22	jonnice.medley.civ@mail.mil
ESI IDIQ	Microsoft Enterprise Svcs. (MES)	Software	All DoD	Jan-24	rino.ortega@navy.mil
ESL BPA	NetApp	Software, Subscriptions, Maintenance, Support, and Services	DON	Mar-24	daphney.waggoner@navy.mil
ESI BPA (ITAM)	NetScout Systems	Software, Subscriptions, Maintenance, Support, and Services	All DoD	Jul-29	samuel.c.hunsberger@navy.mil
ESI BPA (ITAM)	Nlyte	Software, Training, Consulting	All DoD	Jul-29	nina.diep@navy.mil
ESI BPA (ITAM)	Nutanix	Software	All DoD	Jul-29	nina.diep@navy.mil
ESI BPA (ITAM)	Oblong	Software	All DoD	Jul-29	jeanine.graff@navy.mil
ESL IDIQ	Oracle	Software	DON	May-23	melany.davis@navy.mil
ESI BPA	Palantir Technologies	Software, Subscriptions, Maintenance, Support, and Services	All DoD	Jul-24	thao.vu@navy.mil
ESI BPA (ITAM)	Polyverse	Software, Subscriptions, Maintenance, Support, and Services	All DoD	Jul-29	jeanine.graff@navy.mil
ESI BPA	PTC	Software, Training, Consulting	All DoD	Mar-29	nina.diep@navy.mil
ESI BPA	Quest Software	Software	All Federal, All DoD	Apr-21	john.bojorquez1@navy.mil
ESI BPA (ITAM)	Recorded Future	Software, Subscriptions, Maintenance, Support, and Services	All DoD	Jul-29	nina.diep@navy.mil
ESL BPA	Red Hat	Software, Training, Consulting, Server-Based Java Application (OpenJDK)	DON	Dec-21	tiffany.lindemann@navy.mil
ESI BPA	Red Hat	Software, Training, Consulting, Server-Based Java Application (OpenJDK)	All DoD	Apr-23	jonnice.medley.civ@mail.mil
ESI SEWP CATALOG	Red Hat	Server-Based Java Apps (OpenJDK) Subscription Licenses and Support	All DoD	Apr-25	tiffany.lindemann@navy.mil
ESI BPA (ITAM)	Riverbed Technology, Inc.	Software, Subscriptions, Maintenance, Support, and Services	All DoD	Jul-29	samuel.c.hunsberger@navy.mil
ESI BPA (ITAM)	SafeNet	Software	All DoD	Jul-29	jeanine.graff@navy.mil
ESI BPA	SAP Public Services, Inc.	Software, Training, Consulting, Maintenance	All Federal, All DoD	Mar-29	raymond.b.orbeta@navy.mil
ESI BPA (ITAM)	ServiceNow	Software, Subscriptions, Maintenance, Support, and Services	All DoD	Jul-29	raymond.b.orbeta@navy.mil
ESI BPA	SimiGon	Software, Training, Consulting	All DoD	Mar-29	nina.diep@navy.mil
ESI BPA (ITAM)	Splunk	Software, Subscriptions, Maintenance, Support, and Services	All DoD	Jul-29	samuel.c.hunsberger@navy.mil
ESL BPA	Symantec	Software, Subscriptions, Maintenance, Support, and Services	DON	Apr-24	samuel.c.hunsberger@navy.mil
ESI BPA (CETA / ITAM)	Tanium	Software, Hardware, Appliances, Maintenance	All DoD	Apr-29	samuel.c.hunsberger@navy.mil
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ESL BPA	Veritas	Software, Subscriptions, Maintenance, Support, and Services	DON	May-24	samuel.c.hunsberger@navy.mil
ESL BPA	VMware	Software, Support, and Subscription (SnS)	DON	Mar-24	wilma.marquez@navy.mil
ESI BPA (ITAM)	Zscaler	Software	All DoD	Jul-29	jeanine.graff@navy.mil

Next DoD ESI / CETA (PMW290) Stakeholder Engagement

TBD